



CUSTOMER CASE STUDY

The telematics system provides the promise of safety and optimised operational cost, and in particular, speedy service to users. With this information, we can see our employees' driving habits in more detail. For instance, we can know if an employee has exceeded the speed limit, if they have used harsh braking or acceleration, or even if they have used the vehicle speed limit device.

- Marco Polo Clemente, Triunfo Concebra operation coordinator



Triunfo
CONCEBRA



About Us

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as Software-as-a-Service, or SaaS, to customers in over 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for efficiency, safety, compliance and security.

- 01** **CUSTOMER**
Triunfo Concebra / Rotagyn
- 02** **REGION**
Brazil / Distrito Federal, Goias & Minas Gerais
- 03** **INDUSTRY**
Transport and Distribution
- 04** **CONNECTED VEHICLES**
300
- 05** **VEHICLE TYPES**
VW, Scania, Mercedes, Iveco, Hyundai, GM, Ford, Honda, Fiat
- 06** **CUSTOMER SINCE & SUBSCRIPTION**
June 2015 / MiX Fleet Manager Premium
- 07** **AIMS**
Reduced fuel consumption and pollution, improved efficiency, increased defensive driving, identification of route deviation, reduction in fines and improved operation performance (CCO)
- 08** **RESULTS**
8% fuel consumption reduction, 16% reduction in maintenance requirements & 80% less road accidents
- 09** **CUSTOMER WEBSITE**
www.truinfoconcebra.com.br

Triunfo Concrebra and MiX Telematics join forces to strengthen fleet productivity

Decreased waste, increased efficiency

How does one increase efficiency and reduce the fleet management costs of one of the country's largest highway concession companies? This very important question prompted Triunfo Concrebra to seek out a partnership with MiX Telematics, a leading global provider of fleet and mobile asset management solutions.

This collaborative project involves the implementation of a monitoring system that locates and identifies fleet vehicles, and offers complete control of various vehicle- and driver-related activities.

Over a stretch of 1,176.5 kilometres, a total of 290 vehicles are monitored.

These vehicles include traffic inspection vehicles, tow trucks, ambulances, water tanks, cattle trucks and corporate vehicles travelling through the concession area on a daily basis.

Since the beginning of this partnership with MiX Telematics, Triunfo Concrebra has continually been on the lookout for new resources that will assist in increasing their telemetric success.

As a result, processes and tools have been implemented to measure speeding, sudden braking, excessive fuel consumption and sharp acceleration. Regular odometer readings for analysis have also been implemented.



Fuelling up on efficiency

With the use of a telematics solution from MiX Telematics, there has been a significant reduction in fuel consumption (i.e. the number of litres consumed).

Operational vehicles have seen an 8% reduction in fuel consumption and light fleets a 5.58% reduction.

This comes to a total saving of 44,000 litres of diesel at idling speed.

This fuel saving benefit has also contributed to a reduction in the amount of carbon emissions released into the atmosphere.

About Rotagyn

Established in 2009, Rotagyn is a telemetry and fleet management company with professional, well-trained staff who aim to provide only the very best in quality services and competitive market prices.

They are a leading company in the fleet management and movable asset solution industry. They provide products and services for company fleets, small fleets and consumers. Their goal is to offer safety, efficiency, compliance, savings and protection.



Results

Real-time results

The implementation of various solutions has enabled the fleet management system to more effectively manage idling speed, the amount of kilometres driven, fuel consumption and vehicle parameters such as revolutions and speed.

Triunfo Concrebra now has real-time vehicle tracking, control over route itineraries and improved fleet maintenance schedules. They have also managed to eliminate radio modulations during field shift exchanges.

In addition to all of the implementations providing a savings benefit, it has also helped the company become more transparent in relation to the Triunfo Concrebra Integrated Management process.

This transparency can also be seen in internal processes such as complaints, legal, HR, environment quality conservation, accident reduction, route deviation monitoring and driver performance feedback, and in external processes such as, for example, the demands generated by the National Land Transport Agency (ANTT).

After only using the telematics system for three months, Triunfo Concrebra reduced the fuel consumption of their utility vehicle fleet by roughly 7,500 litres.

A reduction in air pollutants, such as gas, into the atmosphere is but one of the many benefits of this.

"In the case of concession holder services, quick response time is a very important factor," says Bruno Santos, MiX Telematics Engineer and, Sales and Marketing Manager. "Precisely because of this, telematics has become a strong ally of improved service efficiency. For instance, should the concession holder receive a call at the assistance centre with the location of the occurrence, the solution can immediately locate the closest vehicle and liaise with the appropriate responder," he explains.

8% Fuel consumption

16% Maintenance costs

80% Road accidents

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